

Ebook Download Can I Help You? Read Online



Book details



Book Synopsis

Many of us choose a retail sales environment for employment at some point in our lives. This book is for everyone who is either in, or is about to go into a job that involves direct interaction with customers. Retail can be a challenge at times, but it can also be rewarding. Can I Help You? is a book with an ironic title that explains how to take care of customers from the greeting all the way to the closing and follow-up. The beginning of the book makes it clear that the title phrase is not the best way to greet customers because of its prompting of the most common response, "No thanks, I m just looking." Reading this will teach you, as a retail salespeople or associate, how to break the ice and welcome potential customers by using warmth, honesty, and good reputation-building methods. It will assist you in making those customers not only want to buy what you are selling but also become huge fans of your store or business. Can I Help You? is a fun and positive guide for regular people in regular sales jobs that want to succeed and feel good about their success while they are earning money at sales.